

QUARTERLY CONNECTIVITY UPDATE

Q4: to 31 DECEMBER 2019



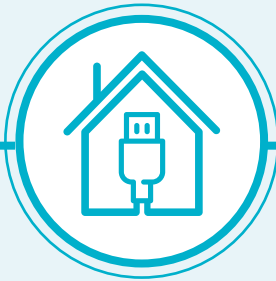
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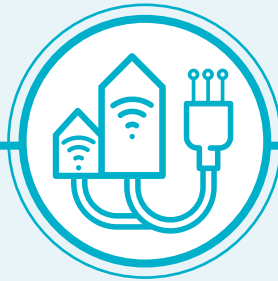
Q4 HIGHLIGHTS

OCTOBER - DECEMBER 2019



37,967

UFB HOMES & BUSINESSES PASSED



45,222

UFB CONNECTIONS



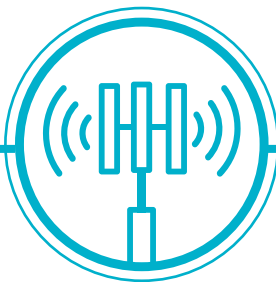
56%

UFB UPTAKE



20

UFB TOWNS AND CITIES COMPLETED



20

NEW MOBILE TOWERS COMPLETE



2,612

RURAL HOMES & BUSINESSES WITH ACCESS TO IMPROVED BROADBAND



51km

STATE HIGHWAY COVERED



4

NEW TOURISM SITES COVERED



35

MARE CONNECTED THIS QUARTER



\$61m

INVESTED IN UFB THIS QUARTER



\$11m

INVESTED IN RBI2/MBSF* THIS QUARTER

OUR TARGETS

ULTRA-FAST BROADBAND (UFB) TARGETS



OVER 1.8 MILLION HOMES & BUSINESSES

(87% of New Zealanders) will have access to UFB by the end of 2022



UFB will be rolled out to over 406 TOWNS & CITIES



When the programme is complete New Zealand will be one of the **LEADING COUNTRIES** in the OECD for fibre availability



OUR OVERALL TARGET

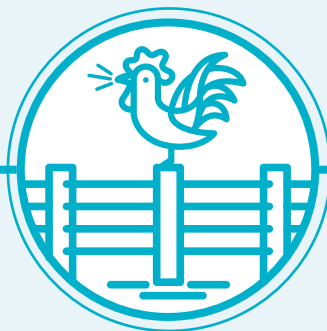
99.8%

of New Zealand's population will be able to access improved broadband by the end of 2023

RURAL BROADBAND INITIATIVE PHASE 2 (RBIZ) AND MOBILE BLACK SPOT FUND (MBSF) TARGETS



**812
ELIGIBLE MARAE**
can connect to broadband on request



**84,000 RURAL HOMES
AND BUSINESSES**
will receive improved broadband by the end of 2023



ABOUT 1,400 KM
of State Highway and over
168 TOURISM SITES
will receive mobile coverage

OVERALL PROGRESS

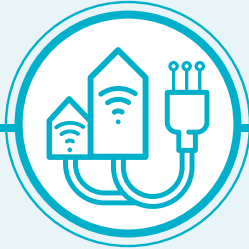
ULTRA-FAST BROADBAND (UFB) PROGRESS



146 UFB TOWNS AND CITIES
are now complete



The UFB build is
90% COMPLETE AND 2% AHEAD
of schedule



924,895 HOMES AND BUSINESSES
connected to UFB



UPTAKE 56.2%



5% INCREASE
in connections versus
previous quarter

OUR OVERALL PROGRESS FOR UFB



81%
OF NEW ZEALANDERS
CAN NOW ACCESS UFB



62

MARAE ARE NOW CONNECTED



INVESTED
IN CY19

UFB: \$243m

RBI2/MBSF: \$22m

RURAL BROADBAND INITIATIVE PHASE 2 (RBI2) AND MOBILE BLACK SPOT FUND (MBSF) PROGRESS



42,690 RURAL HOMES AND BUSINESSES
can access improved broadband
51% complete



33 TOURISM SITES
have mobile coverage
20% complete



359KM OF STATE HIGHWAY
have mobile coverage
26% complete



59 MOBILE TOWERS
are live
11% complete

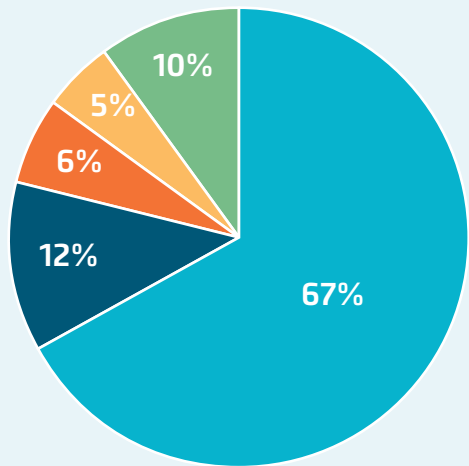
UFB SNAPSHOTS

TOP 10 CENTRES FOR UFB UPTAKE THIS QUARTER

RANK	TOWN	UPTAKE %	CHANGE IN RANK
1	Rolleston	76%	-
2	Whatawhata	72%	-
3	Mosgiel*	72%	NA
4	Lincoln	72%	-1
5	Horotiu	69%	-
6	Waiuku	68%	-2
7	Hamilton	68%	-
8	Tauranga	67%	-
9	Nelson	66%	-3
10	Cambridge	64%	3

* Not previously broken out

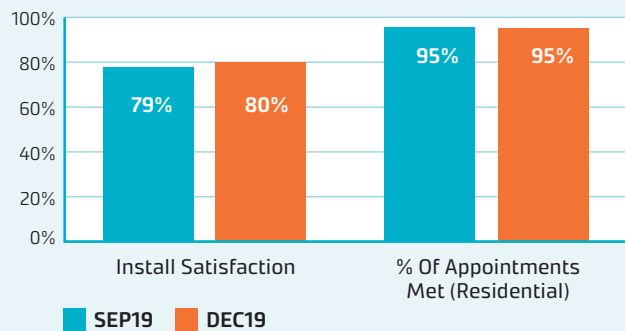
UFB PRODUCT MIX AND INSTALLATION MEASURES



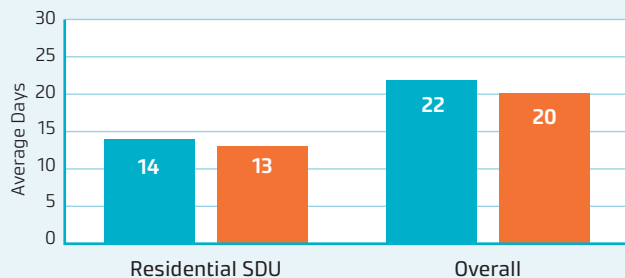
■ 30 Mbps ■ 50 Mbps ■ 100 Mbps
■ 200 Mbps ■ 1 Gbps

The average speed of UFB services is **205 Mbps**. Consumers are continuing to migrate to higher speed UFB plans, including the gigabit plan.

UFB INSTALL CUSTOMER MEASURES



UFB AVERAGE DAYS TO INSTALL



GIGABIT CONNECTIONS

110,713

Gigabit connections - end of December

21,592

Additional connections this quarter

UFB1 PROGRAMME COMPLETED AHEAD OF TIME

UFB1 HAS PASSED ITS ORIGINAL 75% POPULATION TARGET AHEAD OF TIME, UNDER BUDGET AND EXCEEDED UPTAKE EXPECTATIONS



2009
UFB tender released.



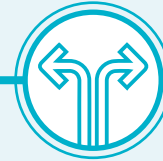
DECEMBER 2010

First contracts signed with Northpower and UFF/WEL; Northpower connects first School - Manaia View; and UFB build commences.



MAY 2011

Contracts signed with the then-Telecom (now Chorus) and Enable.



DECEMBER 2011

Structural separation of Telecom (now Spark) and Chorus (a world first).



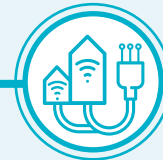
2015

Netflix launched further driving demand; and all schools and hospitals, 90% of businesses now have access to UFB.



2014

Chorus lowers the price of 100Mbps product, followed by Local Fibre Companies.



MAY 2014

Whangarei is the first city complete.



2016

Nationwide 1Gbps product available; 100,000 connections added; uptake now 25%; 1 million households and business covered; 21 towns and cities completed; and UFF completed its build.



2017

New consenting regime to speed up UFB access to properties with multiple owners and right of ways.



2018

Dunedin (April) and Christchurch (October) completed; and 500,000K connections.



DECEMBER 2019

UFB1 uptake is 58% vs 43.6% original forecast; and 886,000K connections.



NOVEMBER 2019

UFB1 completed; 50 towns/cities connected; and 1,183,000 households and businesses covered.



MARCH 2019

50% uptake milestone achieved.

TODAY:

- UFB1 covers over 1.5 million homes, businesses, all urban schools and hospitals.
- Average speeds are over 205Mbps, over 110,000 customers have 1Gbps services and UFB partners are now looking to roll out 2, 4, and 8 Gbps services.
- Major cities such as Tauranga, Hamilton, Nelson, Whangarei, Dunedin, Auckland and Rolleston all with uptake above 60%. Rolleston is the highest at 76% uptake.
- The Crown's investment of \$1.3bn resulted in ~\$4.5bn of infrastructure.
- New Zealand is now eighth in the OECD for fibre coverage and based on SpeedNet results NZ is 20th in the world at 103Mbps.

UPDATE BY REGION





NORTHLAND



UFB

- There are **13** towns and cities with UFB available.
- **53%** of those with access to UFB have connected.
- There is a total of **19,521** premises connected.

RANK	TOWN	UPTAKE
1	Waipū	63%
2	Whangārei	62%
3	Hikurangi	60%
4	One Tree Point	49%
5	Kerikeri	44%



RBI2/MBSF

- There are **5,665** households or businesses with RBI2 access which is **62%** of target.
- There are **67** kilometres of mobile coverage on State Highways which is **58%** of target.
- There are **5** tourist sites with mobile coverage which is **33%** of target.
- There have been **15** mobile towers built which is **23%** of target.

MARAE

There are **15** Marae connected in Northland.

TOTAL INVESTED:

Northland: **\$52.9m**





AUCKLAND



UFB

- There are **5** towns and cities with UFB available.
- **63%** of those with access to UFB have connected.
- There is a total of **356,422** premises connected.

RANK	TOWN	UPTAKE
1	Waiuku	68%
2	Auckland	63%
3	Pukekohe	59%
4	Waiheke Island	51%
5	Waimauku	49%



RB12/MBSF

- There are **3,453** households or businesses with RB12 access which is **56%** of target.
- There are **11** kilometres of mobile coverage on State Highways which is **69%** of target.
- There have been **2** mobile towers built which is **8%** of target.

MARAE

There is **1** Marae connected in Auckland.

TOTAL INVESTED:

Auckland: **\$452.6m**





WAIKATO



UFB

- There are **28** towns and cities with UFB available.
- **56%** of those with access to UFB have connected.
- There is a total of **73,156** premises connected.

RANK	TOWN	UPTAKE
1	Whatawhata	72%
2	Horotiu	69%
3	Hamilton	68%
4	Cambridge	64%
5	Te Awamutu	55%



RB12/MBSF

- There are **4,334** households or businesses with RB12 access which is **42%** of target.
- There are **12** kilometres of mobile coverage on State Highways which is **12%** of target.
- There are **2** tourist sites with mobile coverage which is **15%** of target.

MARAE

There are **12** Marae connected in Waikato.

TOTAL INVESTED:

Waikato: **\$135.1m**





BAY OF PLENTY



UFB

- There are **9** towns and cities with UFB available.
- **59%** of those with access to UFB have connected.
- There is a total of **65,297** premises connected.

RANK	TOWN	UPTAKE
1	Tauranga	67%
2	Rotorua	57%
3	Whakātane	52%
4	Ōmokoroa	51%
5	Katikati	32%



RBI2/MBSF

- There are **2,397** households or businesses with RBI2 access which is **39%** of target.
- There are **10** kilometres of mobile coverage on State Highways which is **15%** of target.
- There are **5** tourist sites with mobile coverage which is **56%** of target.
- There has been **1** mobile tower built which is **3%** of target.



MARAE

There are **4** Marae connected in the Bay of Plenty.

TOTAL INVESTED:

Bay of Plenty: **\$100.1m**





GISBORNE



UFB

- There are **3** towns and cities with UFB available.
- **47%** of those with access to UFB have connected.
- There is a total of **7,221** premises connected.

RANK	TOWN	UPTAKE
1	Gisborne	47%
2	Ruatoria	38%
3	Tolaga Bay	31%



RB12/MBSF

- There are **1,338** households or businesses with RB12 access which is **56%** of target.
- There are **36** kilometres of mobile coverage on State Highways which is **32%** of target.
- There have been **2** mobile towers built which is **12%** of target.

MARAE

There are **4** Marae connected in Gisborne.

TOTAL INVESTED:

Gisborne: **\$16.4m**





HAWKE'S BAY



UFB

- There are **8** towns and cities with UFB available.
- **47%** of those with access to UFB have connected.
- There is a total of **26,746** premises connected.

RANK	TOWN	UPTAKE
1	Havelock North	57%
2	Napier	52%
3	Bay View	47%
4	Hastings	39%
5	Wairoa	37%



RB12/MBSF

- There are **1,278** households or businesses with RB12 access which is **31%** of target.
- There are **20** kilometres of mobile coverage on State Highways which is **19%** of target.
- There is **1** tourist site with mobile coverage which is **11%** of target.
- There have been **3** mobile towers built which is **7%** of target.

MARAE

There are **19** Marae connected in Hawke's Bay.

TOTAL INVESTED:

Hawke's Bay: **\$57.5m**





TARANAKI



UFB

- There are **12** towns and cities with UFB available.
- **57%** of those with access to UFB have connected.
- There is a total of **22,483** premises connected.

RANK	TOWN	UPTAKE
1	New Plymouth	62%
2	Hāwera	57%
3	Stratford	48%
4	Inglewood	40%
5	Ōpunake	33%



RBI2/MBSF

- There are **1,161** households or businesses with RBI2 access which is **48%** of target.
- There are **21** kilometres of mobile coverage on State Highways which is **27%** of target.
- There have been **2** mobile towers built which is **12%** of target.

MARAE

There are **5** Marae connected in Taranaki.

TOTAL INVESTED:

Taranaki: **\$36.7m**





MANAWATŪ-WHANGANUI



UFB

- There are **12** towns and cities with UFB available.
- **52%** of those with access to UFB have connected.
- There is a total of **39,384** premises connected.

RANK	TOWN	UPTAKE
1	Longburn	62%
2	Palmerston North	57%
3	Feilding	56%
4	Levin	52%
5	Whanganui	48%



RB12/MBSF

- There are **6,523** households or businesses with RB12 access which is **58%** of target.
- There are **47** kilometres of mobile coverage on State Highways which is **54%** of target.
- There are **2** tourist sites with mobile coverage which is **33%** of target.
- There have been **3** mobile towers built which is **7%** of target.



MARAE

There are **2** Marae connected in Manawatū-Whanganui.

TOTAL INVESTED:
Manawatu-Whanganui: **\$79m**





WELLINGTON



UFB

- There are **10** towns and cities with UFB available.
- **44%** of those with access to UFB have connected.
- There is a total of **95,596** premises connected.

RANK	TOWN	UPTAKE
1	Masterton	55%
2	Porirua	49%
3	Ōtaki	45%
4	Upper Hutt	43%
5	Lower Hutt	41%



RBI2/MBSF

- There are **1,688** households or businesses with RBI2 access which is **43%** of target.
- There is **1** tourist site with mobile coverage which is **20%** of target.

TOTAL INVESTED:

Wellington: **\$183.3m**





TASMAN



UFB

- There are **2** towns and cities with UFB available.
- **46%** of those with access to UFB have connected.
- There is a total of **2,067** premises connected.

RANK	TOWN	UPTAKE
1	Ruby Bay	61%
2	Motueka	43%



RBI2/MBSF

- There are **590** households or businesses with RBI2 access which is **24%** of target.
- There are **2** kilometres of mobile coverage on State Highways which is **3%** of target.

TOTAL INVESTED:

Tasman: **\$12.9m**



NELSON



UFB

- There is **1** city with UFB available.
- **66%** of those with access to UFB have connected.
- There is a total of **18,035** premises connected.

RANK	TOWN	UPTAKE
1	Nelson	66%



RB12/MBSF

- There are **27** households or businesses with RB12 access which is **12%** of target.
- There is **1** kilometre of mobile coverage on State Highways which is **5%** of target.

TOTAL INVESTED:

Nelson: **\$22m**



MARLBOROUGH



UFB

- There are **3** towns and cities with UFB available.
- **49%** of those with access to UFB have connected.
- There is a total of **8,796** premises connected.

RANK	TOWN	UPTAKE
1	Blenheim	56%
2	Picton	31%
3	Renwick	15%



RBIZ/MBSF

- There are **801** households or businesses with RBIZ access which is **34%** of target.
- There are **7** kilometres of mobile coverage on State Highways which is **13%** of target.

TOTAL INVESTED:

Marlborough: **\$19.4m**



WEST COAST



UFB

- There are **6** towns and cities with UFB available.
- **51%** of those with access to UFB have connected.
- There is a total of **3,706** premises connected.

RANK	TOWN	UPTAKE
1	Hokitika	58%
2	Greymouth	53%
3	Runanga	44%
4	Reefton	25%
5	Punakaiki	25%



RBI2/MBSF

- There are **1,043** households or businesses with RBI2 access which is **36%** of target.
- There are **58** kilometres of mobile coverage on State Highways which is **22%** of target.
- There are **11** tourist sites with mobile coverage which is **36%** of target.
- There have been **13** mobile towers built which is **26%** of target.

TOTAL INVESTED:

West Coast: **\$13.5m**





CANTERBURY



UFB

- There are **21** towns and cities with UFB available.
- **55%** of those with access to UFB have connected.
- There is a total of **125,185** premises connected.

RANK	TOWN	UPTAKE
1	Rolleston	76%
2	Lincoln	72%
3	Timaru	59%
4	Rangiora	59%
5	Ashburton	58%



RB12/MBSF

- There are **5,030** households or businesses with RB12 access which is **52%** of target.
- There are **23** kilometres of mobile coverage on State Highways which is **16%** of target.
- There is **1** tourist site with mobile coverage which is **4%** of target.
- There have been **2** mobile towers built which is **3%** of target.

TOTAL INVESTED: Canterbury: **\$191.9m**





OTAGO



UFB

- There are **8** towns and cities with UFB available.
- **56%** of those with access to UFB have connected.
- There is a total of **45,375** premises connected.

RANK	TOWN	UPTAKE
1	Mosgiel	72%
2	Dunedin	60%
3	Queenstown	53%
4	Oamaru	50%
5	Cromwell	47%



RB12/MBSF

- There are **2,693** households or businesses with RB12 access which is **54%** of target.
- There are **42** kilometres of mobile coverage on State Highways which is **29%** of target.
- There are **2** tourist sites with mobile coverage which is **17%** of target.
- There has been **1** mobile tower built which is **3%** of target.

TOTAL INVESTED:

Otago: **\$78.7m**





SOUTHLAND



UFB

- There are **7** towns and cities with UFB available.
- **52%** of those with access to UFB have connected.
- There is a total of **15,905** premises connected.

RANK	TOWN	UPTAKE
1	Invercargill	59%
2	Otatara	52%
3	Winton	24%
4	Mossburn	24%
5	Manapouri	13%



RBI2/MBSF

- There are **4,669** households or businesses with RBI2 access which is **80%** of target.
- There are **3** kilometres of mobile coverage on State Highways which is **8%** of target.
- There are **3** tourist sites with mobile coverage which is **19%** of target.
- There have been **15** mobile towers built which is **38%** of target.

TOTAL INVESTED:

Southland: **\$34.7m**

